

## 9M FY25 Total Revenue up by 8.3% Y-o-Y to Rs 7,807 million

**Chennai, 6<sup>th</sup> February 2025:** Expleo Solutions Ltd (BSE: 533121) (NSE: EXPLEOSOL), announced its **Third quarter and Nine months** results ended on 31<sup>st</sup> December 2024. Expleo is a global technology, engineering and consulting service provider that partners with leading organizations to guide them through their business transformation, helping them achieve operational excellence and future-proof their businesses. The results are available on the company's website <https://investors.expleo.com>

***Commenting on the results, Mr. Phani Tangirala, Managing Director & CEO, Expleo Solutions Limited, said:*** “For 9 Months ended Dec-24, our revenue grew by 8.3% year-on-year and our EBITDA improved by 1%, to 16.3% for the same period. The business outlook in our core markets in Europe continues to remain cautious. However, we are seeing interest and traction in other markets, specifically in Middle East and North America, which will be our focus markets in the coming quarters. We see good traction for our services in the areas such as Embedded systems, AI and Big Data projects.

*We continue to invest in AI and Business (Digital) transformation initiatives and are excited to embark on this journey to broaden our service capabilities, as we are confident that this will position us for long-term success. By integrating advanced technologies, we aim to optimize our operations, deliver innovative solutions, and redefine the way we engage with our customers.*

*As we expect the economic headwinds might get compounded with geopolitical uncertainties, we remain focused on managing our costs and improving utilization and productivity to keep our margins healthy. The demand for talent continues to remain muted, but we expect this to change and pick up pace in the coming months. We are also investing in upskilling our workforce to ensure employees are equipped with the knowledge and skills needed to excel in an increasingly digital world.*

*We had good collections during the quarter which resulted in a higher cash balance and a lower DSO . I am happy to share that this has helped us to declare a dividend of Rs. 50/- per share, the highest interim dividend declared in the last couple of years.*

*As always, our strategy remains centred on driving growth through targeted initiatives, maintaining operational efficiency, and capitalizing on emerging opportunities to deliver long-term value to our stakeholders".*

## PERFORMANCE HIGHLIGHTS

### Consolidated Q3FY25 Q-o-Q Review

- The operating revenue was Rs 2,576 million in Q3FY25 as compared to Rs 2,593 million in Q2FY25, reflecting marginal decline 0.6%.
- Total income was Rs 2,604 million in Q3FY25 as compared to Rs 2,719 million in Q2FY25.
- Adjusted EBITDA stood at Rs 436 million at 16.9% in Q3FY25 as compared to Rs 423 million at 16.3% in Q2FY25.
- Profit after tax stood at Rs 193 million in Q3FY25 as compared to Rs 357 million in Q2FY25.
- Basic EPS stood at Rs 12.75 as compared to Rs 22.86 for Q2FY25.
- The Company's net cash position stood at Rs 3,501 million in Q3FY25 as compared to Rs 2,762 million in Q2FY25.

### Consolidated Q3FY25 Y-o-Y Review

- The operating revenue was Rs 2,576 million in Q3FY25 as compared to Rs 2,502 million in Q3FY24, reflecting a growth of 2.9%.
- Total income was Rs 2,604 million in Q3FY25 as compared to Rs 2,615 million in Q3FY24, reflecting a marginal decline of 0.4%.
- Adjusted EBITDA stood at Rs 436 million with the margin at 16.9% in Q3FY25 as compared to Rs 385 million with the margin at 15.4% in Q3FY24.
- Profit after tax stood at Rs 193 million in Q3FY25 as compared to Rs 338 million in Q3FY24.
- Basic EPS stood at Rs 12.75 as compared to Rs 21.93 for Q3FY24.

- The Company's net cash position stood at Rs 3,501 million in Q3FY25 as compared to Rs 2,117 million in Q3FY24.

## Consolidated 9MFY25 Y-o-Y Review

- The operating revenue was Rs 7,690 million as compared to Rs 7,095 million in 9MFY24, reflecting a growth of 8.4%.
- Total income was Rs 7,807 million as compared to Rs 7,208 million in 9MFY24, reflecting a growth of 8.3%.
- Adjusted EBITDA stood at Rs 1,257 million with the margin at 16.3% in 9MFY25 as compared to Rs 1,085 million with the margin at 15.3% in 9MFY24.
- Profit after tax stood at Rs 787 million as compared to Rs 739 million in 9MFY24.
- Basic EPS stood at Rs 51.01 as compared to Rs 48.16 in 9MFY24, reflecting a growth of 5.9%.
- The Company's net cash position stood at Rs 3,501 million in 9MFY25 as compared to Rs 2,117 million in 9MFY24.

*\*Note:*

*Adjusted EBITDA Calculation = PAT + Tax + Forex Loss / (Gain) + Finance Cost + Depreciation – Other Income*

## **About Expleo Solutions Limited**

Expleo Solutions Limited is a publicly listed company on the BSE Limited (BSE) and National Stock Exchange of India Limited (NSE), and its registered office is in Chennai.

Expleo Solutions Limited is part of the Expleo Group, a global engineering, technology and consulting service provider that partners with leading organisations to guide them through their business transformation, helping them achieve operational excellence and future-proof their businesses.

Expleo Solutions Limited, with a successful track record of operating for more than 25 years in India, Asia Pacific, the United States of America, the United Kingdom, Europe and the Middle East, powers over 150 Banking & Financial Services and Insurance clients across technology and digital transformation programs.

For more information: <https://investors.expleo.com/>



## About Expleo

Expleo is a global engineering, technology and consulting service provider that partners with leading organisations to guide them through their business transformation, helping them achieve operational excellence and future-proof their businesses.

Expleo benefits from more than 50 years of experience developing complex products, optimising manufacturing processes, and ensuring the quality of information systems.

Leveraging its deep sector knowledge and wide-ranging expertise in fields including AI engineering, digitalisation, hyper- automation, cybersecurity and data science, the group's mission is to fast-track innovation through each step of the value chain.

As a responsible and diverse organisation, Expleo is committed to doing business with integrity and working towards a more sustainable and secure society.

Expleo boasts an extensive global footprint, powered by 19,000 highly skilled experts delivering value in 30 countries and generating €1.4 billion annual revenue.

For more information, visit [expleo.com](http://expleo.com).

**For further information, please contact:**

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